

ASC 2008 Office of Small Business Programs Advance Planning Briefing to Industry (APBI)



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Purpose

To present overview of ASC Office of Small Business Programs and how to do business with the government.



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Responsibilities of ASC Office of Small Business Programs

- For the Contractor:
 - Command Advocate for Small Business
 - Outreach
 - Provide counseling & assistance to Small Businesses
 - Notify small businesses of potential business opportunities
 - Setup Small Business Capability Presentations
- For the Command:
 - Keep Command Leadership advised on progress toward small business goals and performance objectives
 - Keep Higher Headquarters informed on small business issues
 - Educate and train command acquisition & technical personnel on the small business program
 - Work with contracting and requirements community to establish acquisition strategy

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World Wide Supplies/Services We Buy

- Logistics support
- Property accountability
- Military vehicle maintenance
- Staff augmentation
- LOGCAP
- Engineering support
- Facilities support
- SWA support (Reachback)

North American Industry Classification System (NAICS) Codes

NAICS codes

Relative to doing business with ASC:

- 541611: Administrative Management & General Management Consulting Services - \$6.5 mil.
- 541612: HR & Executive Search Consulting Services - \$6.5 mil.
- 541614: Process Distribution & Logistics Consulting Services - \$6.5 mil.
- 541618: Other Management Consulting Services - \$6.5 mil.
- 561210: Facilities Support Services - \$32.5 mil
- 811111: General Automotive Repair - \$6.5 mil.

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Subcontracting Opportunities

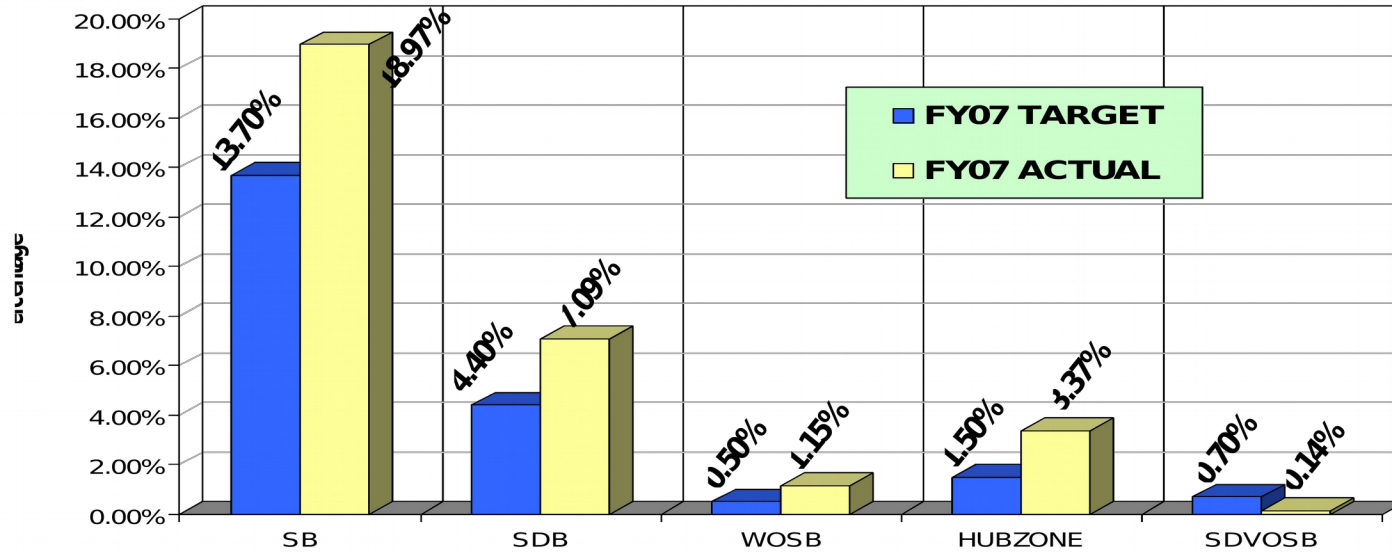
- Prime contractors-maximize use of SBs
 - Advertise in trade journals & magazines, newspapers, radio and television
 - Hold industry days or trade fairs-network
 - Look for SBs in SBA's subnet and CCR's Dynamic Small Business Search-Quick Market Search
 - Build lasting relationships
 - Treat SBs as business partners

Subcontracting Opportunities- cont.

- Small business-market your company's niche to primes
 - Bring something to the table
 - Become worldly-know how to operate in a foreign environment
 - Keep current with media advertisements
 - Attend industry days and trade fairs-network
 - Update company profile in SBA's subnet and CCR's Dynamic Small Business Search
 - Build lasting relationships

ASC FY 07

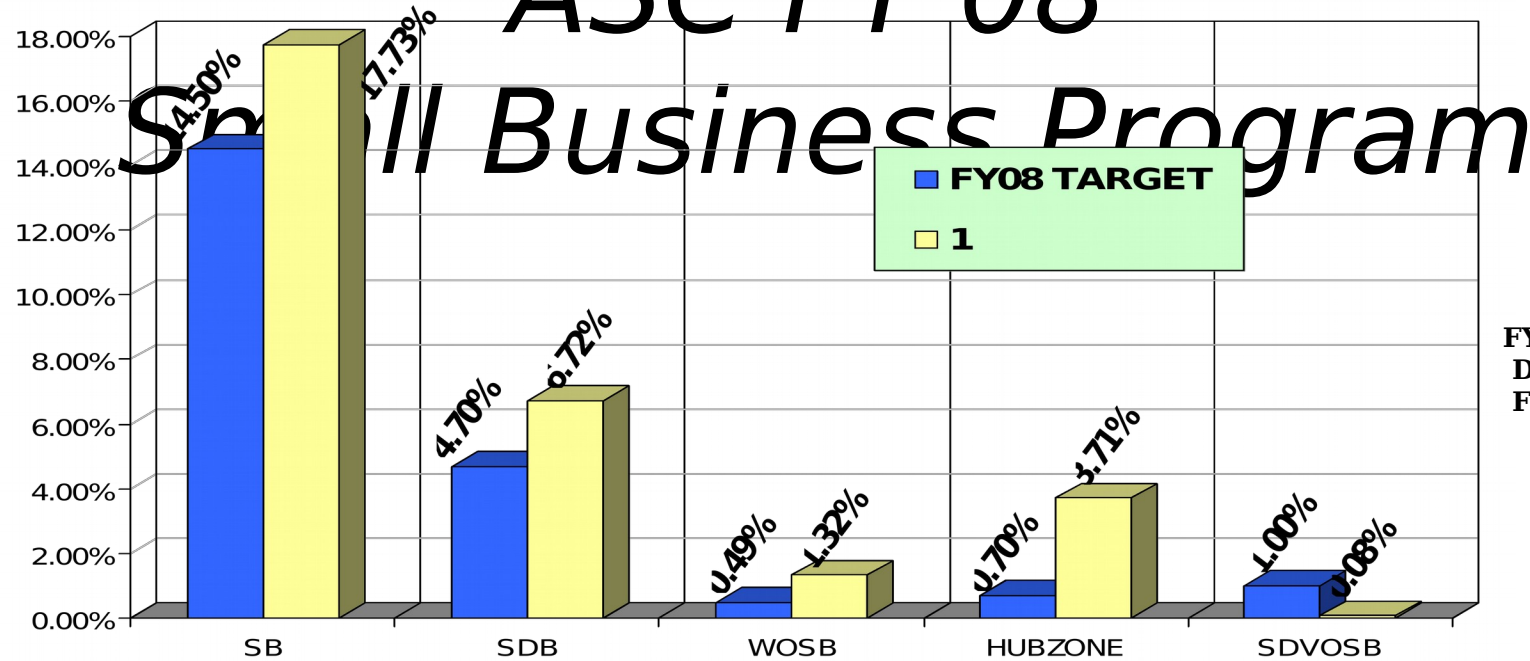
Small Business Program



CATEGORY	FY07 TARGET \$	FY07 ACTUAL \$
US Business Base	\$ 2.8 B	\$ 3.1 B
Small Business (SB)	\$ 383.6 M	\$ 606.6 M
Small Disadvantaged Business (SDB)	\$ 123.2 M	\$ 226.7 M
Woman Owned Small Business (WOSB)	\$ 14.0 M	\$ 36.7 M
Historically Under Utilized Business Zone (HUBZone)	\$ 42.0 M	\$ 107.7 M
Service Disabled Veteran O	19.6 M	\$ 4.3 M

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ASC FY 08



FY 08 3rdQtr \$
 Data Source:
 FPDS-NG

CATEGORY	FY 08 TARGET \$	FY 08 3 rd QTR \$
US Business Base	\$ 3.2 B	\$ 2.9 B
Small Business (SB)	\$ 464. M	\$ 531.3 M
Small Disadvantaged Business (SDB)	\$ 150.4 M	\$ 201.4 M
Woman Owned Small Business (WOSB)	\$ 15.6 M	\$ 39.7 M
Historically Underutilized Business Zone (HUBZone)	\$ 22.4 M	\$ 111.3 M
Service Disabled Veteran Owned SB (SDVOSB)	\$ 32. M	\$ 2.6 M

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Doing Business with the

Federal Government

- Fedbizopps
- Inform the government and prime contractors about your company's capabilities
- Register/update CCR at www.ccr.gov
- Build Company Web Site



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Where to find ASC Business Opportunities

- ASC Homepage
<http://www.aschq.army.mil>
- Federal Business Opportunities
<http://www.fbo.gov>
- Army Single Face to Industry
<https://acquisition.army.mil/asfi>



Additional Information

- How to do business with the Army Materiel Command <http://www.amc.army.mil>
- Selling to the Army
<http://www.sellingtoarmy.info>
- Doing business with the Department of Defense
<http://www.acq.osd.mil/sad>
- GSA Schedules
 - Consider Logworld and or Mobis
- Lean Six Sigma



Additional Information (Concluded)

- Subcontracting Opportunities
 - ASC
 - <http://www.aschq.army.mil/home/index.htm>
 - Department of Defense
 - http://www.acq.osd.mil/osbp/doing_business/index.htm
 - Small Business Administration
 - <http://web.sba.gov/subnet>
- Procurement Technical Assistance Centers
 - <http://www.dla.mil/db/procurem.htm>
- DoD Mentor-Protégé Program : See DoD or Army Web site

Contact Information

ASC Office Of Small Business Programs

Individuals in this office can be reached at:

309-782-7302

email: **ROCK-AMSAS-SB@CONUS.ARMY.MIL**

Small Business Office Homepage:

<http://www.aschq.army.mil/home/index.htm>

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A composite image featuring a soldier in the foreground holding a long strip of ammunition, with military vehicles in the background.

Questions ?

*ASC/JMC Office of
Small Business
Programs*

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